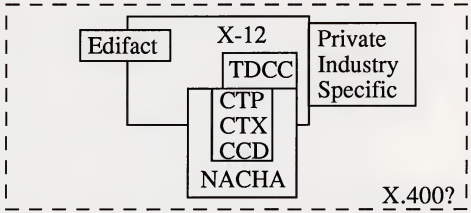
EDI Standards Relationships



INPUT

NOTES:

EQAD-GE-1

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GE Goals

- Reduce Costs $250 Million
- Improve Profits by .5% U.S. Revenues
- Increase Market Share

INPUT

NOTES:

EQAD-GE-2

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EDI/Sales Side

Sales Staff Issues

- Fear of Change
- Compensation Issues

INPUT

NOTES:

EQAD-GE-3

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EDI/Sales Side

EDI Sales Policy

- Feedback
- Less Paperwork
- More Contact
- More Development
- Compensation

INPUT

NOTES:

EQAD-GE-5

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EDI/Sales Side

Sales Staff Issues

Management Response:

EDI Sales Policy

INPUT

NOTES:

EQAD-GE-4

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EDI/Sales Side

EDI IS Telemarketing

- Incoming Orders
- Data-Driven Sales
- Customer Service

INPUT

NOTES:

EQAD-GE-6

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Standards Interfusion

X12 ⟶ Edifact 400

Pro: Edifact—"The True Faith"

Con: X.400 Cycle Is 4 Years
Varieties of X.400?

When: 2-10 Years

INPUT

NOTES:

EQAD-GE-7

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Standards Interfusion

UCS ◄——► X12

Pro: Companies Now Using Both

Con: "Ain't Broke—Why Fix It?"

When: 2-5 Years

INPUT

NOTES:

EQAD-GE-8

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Standards Interfusion

TDCC ◄——► X12

Pro: Would Solve Coordination Problems

Con: Work Load Issues

When: 4-10 Years

INPUT

NOTES:

EQAD-GE-9

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Standards Interfusion

Proprietary
Industry Specific ——————→ X12

Pro: "Go with the Flow"

Con: Ease of Change

When: Now

INPUT

NOTES:

EQAD-GE-10

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Standards Interfusion

X12 ⟷ Insurance (IIR/Acord)

Pro: Useful in Mortgage Banking, Transportation, Others?

Con: Coordination Issues

When: 2 Years (Real Estate)

INPUT

NOTES:

EQAD-GE-11

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Texas Instruments

- Centralized Worldwide
- T I's Own Network
- Provides "Free" Consulting
- Evaluating Graphics and Catalogs

INPUT

NOTES:

EQAD-GE-12

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WESCO

- Survey Customer Inventory Levels
  → Automatic Replacement Orders
- Access Through Any Branch—
  Redistributes
- VAN or Direct

INPUT

NOTES:

EQAD-GE-13

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IBM

- 1991 Goal—2,000 EDI Suppliers
- Save $60 Million Annually

DEC

- EDI Executive Committee
- Electronic Store

INPUT

NOTES:

EQAD-GE-14

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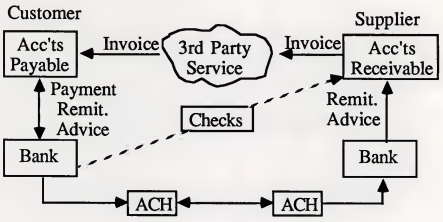
Banks in EDI



INPUT

NOTES:

EQAD-GE-15

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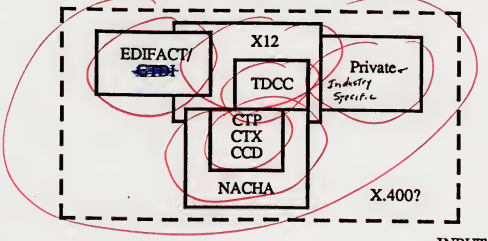
EDI STANDARDS RELATIONSHIPS



INPUT

Can These boxes be made into circles

NOTES:

AFRAID NOT!

EQAD-QE-1

ECON-1-16

GE GOALS

- REDUCE COSTS $250 M
- IMPROVE PROFITS BY .5% VS. REVENUES
- INCREASE MARKET SHARE

EDI / Sales Side

SALES STAFF ISSUES

- FEAR of CHANGE
- COMPENSATION ISSUES

Victor S. Wheatman

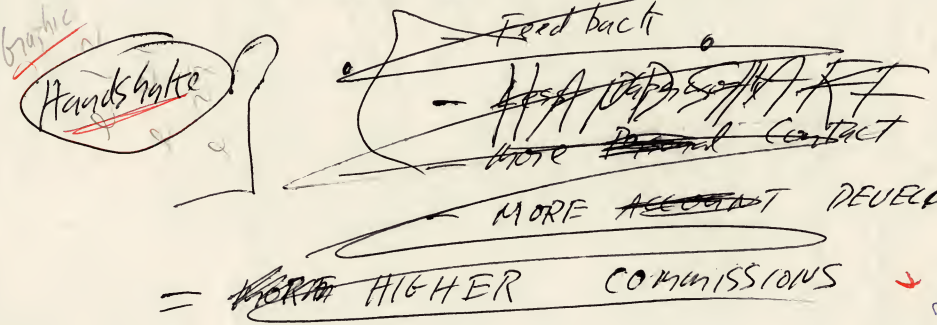
1463 Highland Boulevard
Hayward, California 94542
(415) 538-6064

EDI / Sales Side

SALES STAFF ISSUES

MANAGEMENT RESPONSE:

EDI SALES POLICY



2

3

Victor S. Wheatman

1463 Highland Boulevard
Hayward, California 94542
(415) 538-6064

EDI / SALES SIDE

EDI SALES POLICY

- Feedback
- LESS PAPER WORK
- MORE CONTACT
- MORE DEVELOPMENT
- COMPENSATION

~~HIGHER NET COMMISSIONS~~

Victor S. Wheatman

1463 Highland Boulevard
Hayward, California 94542
(415) 538-6064

EDI / SALES SIDE

EDI IS TELEMARKETING

- Incoming Orders
- ~~EDS~~ DATA Driven Driven Sales
- Customer Service

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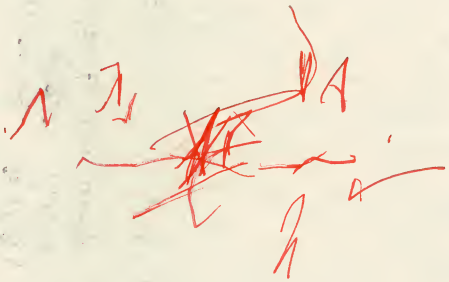


STANDARDS INTERFUSION

X12 ⟶ EDIFACT 400

PRO: EDIFACT - "The True Faith"

CON: X.400 cycle is 4 years
Varieties of X.400?

WHEN: 2 - 10 years

7 1

6

STANDARDS INTERFUSION

UCS ⟷ X12

PRO: COMPANIES NOW USING BOTH

CON: "AIN'T BROKE – WHY FIX IT?"

WHEN: 2 – 5 YEARS

8

7

STANDARDS INTER FUSION

TDCC ⟷ X12

PRO: Would Solve Coordination Problems

CON: Work Load Issues

When: 4 – 10 years

STANDARDS INTERFUSION

PROPRIETARY ⟶ X12
INDUSTRY SPECIFIC

PRO: "Go With The Flow"

CON: EASE OF CHANGE

WHEN: NOW

10

9

STANDARDS INTERFUSION

X12 ⟶ INSURANCE (IIR/ACORD)

PRO: Useful in Mortgage Banking, Transportation, others?

CON: Coordination Issues

WHEN: 2 years ~~Edit~~ (Real Estate)

Texas Instruments

- Centralized world wide
- TI's own network
- Provides "Free" Consalting
- Evaluating Graphics and Catalogs

IV

11

WESCO

- Survey Customer Inventory Levels
  → Automatic Replacement Orders
- Redistributes Incoming Orders
  To Closest Branch
  - reduces freight
  - increases turn around
- Access through Any Branch — RedisTributes
- VAN or Direct

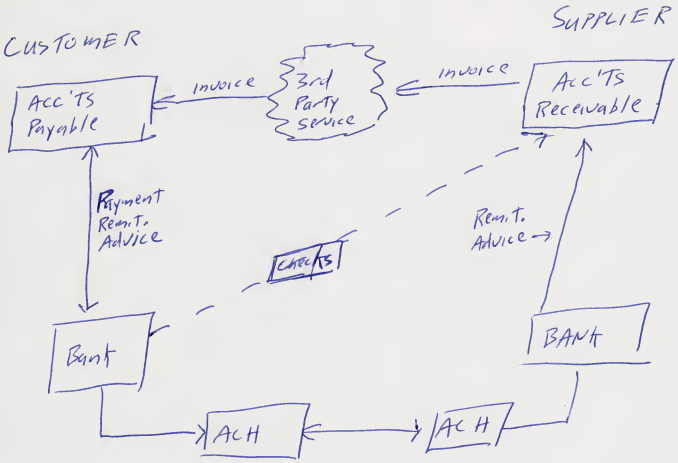
IBM

- 1991 Goal — 2000 EDI Suppliers
- Save $60 M Annually

DEC

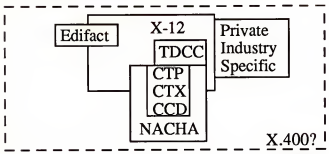
- EDI EXECUTIVE COMMITTEE
- ELECTRONIC STORE

BANKS IN EDI



15

EDI Standards Relationships



INPUT

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EDI/Sales Side

Sales Staff Issues

- Fear of Change
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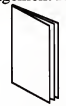
INPUT

EDI/Sales Side

Sales Staff Issues

Management Response:



EDI Sales Policy INPUT

EDI/Sales Side

EDI Sales Policy

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- Less Paperwork
- More Contact
- More Development
- Compensation

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EDI/Sales Side

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Standards Interfusion

X12 ⟷ Edifact 400

Pro: Edifact—'The True Faith'

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Varieties of X.400?

When: 2-10 Years

INPUT

Standards Interfusion

UCS ⟷ X12

Pro: Companies Now Using Both

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When: 2-5 Years

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Standards Interfusion

TDCC ⟷ X12

Pro: Would Solve Coordination Problems

Con: Work Load Issues

When: 4-10 Years

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Standards Interfusion

Proprietary Industry Specific ⟶ X12

Pro: "Go with the Flow"

Con: Ease of Change

When: Now

INPUT

Standards Interfusion

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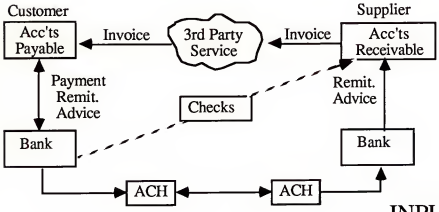

INPUT